

## Message Text

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PAGE 01 STATE 150154  
ORIGIN EB-08

INFO OCT-01 EA-10 ISO-00 OPIC-03 COME-00 TRSE-00 SSO-00  
SS-15 L-03 CIAE-00 INR-10 NSAE-00 INRE-00 /050 R

DRAFTED BY EB/OT/TA:DPATTERSON:PRM  
APPROVED BY EB/OT/TA:DPATTERSON  
EA/ANP:TWAJDA  
EB/OIA:BGRIFITHS(INFO)

-----044979 132247Z /62

O 132158Z JUN 78  
FM SECSTATE WASHDC  
TO AMEMBASSY CANBERRA IMMEDIATE

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E.O. 11652:N/A

TAGS:EINV, ETRD, BTRA, AS, EMIN

SUBJECT:POSSIBLE INVESTMENT IN AUSTRALIA

REF: CANBERRA 4447

1. "HEADS OF AGREEMENT" IS TERM FAIRLY COMMONLY USED BY BUSINESSMEN TO DESCRIBE A PRELIMINARY AND INFORMAL LIST OF KEY POINTS ON WHICH LATER, MORE FORMAL AGREEMENT WILL BE BASED. THESE ARE USUALLY SIMPLY LISTED AND COVER SUCH MATTERS AS DIVISION OF EQUITY, ESTIMATED COST OF PROJECT, MANAGEMENT CONTROL, AND SO ON. IN THIS CASE IF FIRB APPROVES INVESTMENT AS OUTLINED IN HEADS OF AGREEMENT, ENGELHARD AND LOCAL PARTNERS WILL DRAW UP SLIGHTLY MORE FORMAL (BUT STILL INTERMEDIATE) AGREEMENT AND ENGELHARD WILL UNDERTAKE 12-24 MONTH DETAILED FEASIBILITY STUDY. IF STUDY RESULTS ARE FAVORABLE, ENGELHARD AND LOCAL PARTNERS WOULD NEGOTIATE FORMAL JOINT VENTURE CONTRACT. YOU  
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MIGHT ASK GRAF WHAT ARE PROVISIONS OF HEADS OF AGREEMENT BETWEEN ENGELHARD AND AUSTRALIAN GROUP.

2. GRAF IS NOT ACCUSTOMED TO USING EMBASSY SERVICES AND IS EXTREMELY CONCERNED ABOUT MAINTAINING CONFIDENTIALITY OF THIS POSSIBLE PROJECT UNTIL IT IS REASONABLY CERTAIN. IN SPITE OF ALL ASSURANCES HE ASKED US NOT TO TRANSMIT NAME

OF MINERAL IN QUESTION. BELIEVE HE WILL BRIEF YOU MORE  
FULLY WHEN HE CALLS AT EMBASSY. MEANWHILE HE DOES NOT  
WANT WORD TO GET OUT THAT HIS COMPANY IS CONTEMPLATING  
INVESTMENT IN AUSTRALIA. CHRISTOPHER

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** REPORTS, INVESTMENT OPPORTUNITIES, EMBASSY MEETINGS FOR BUSINESSMEN, STUDIES  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 13 jun 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 20 Mar 2014  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978STATE150154  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** DPATTERSON:PRM  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780247-0482  
**Format:** TEL  
**From:** STATE  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1978/newtext/t19780663/aaaacctg.tel  
**Line Count:** 67  
**Litigation Code IDs:**  
**Litigation Codes:**  
**Litigation History:**  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Message ID:** acb8bc89-c288-dd11-92da-001cc4696bcc  
**Office:** ORIGIN EB  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** 78 CANBERRA 4447  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
**Review Date:** 28 apr 2005  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 2367710  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** POSSIBLE INVESTMENT IN AUSTRALIA  
**TAGS:** EINV, ETRD, BTRA, EMIN, AS  
**To:** CANBERRA  
**Type:** TE  
**vdkgvwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/acb8bc89-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014